

# EWEB

Eugene Water & Electric Board

# Working with Commercial HVAC Contractors

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Services

# Program Steps – Site Based

- Customer interest via
  - ❑ Contractor or EWEB contact
  - ❑ Response to EWEB Advertising
- Customer sign-up/contact by EWEB
- EWEB generated incentive offer
  - ❑ EWEB reviews contractor proposal
  - ❑ EWEB does site energy Analysis
- Customer signs ESPA, reserving funding
- Contractor completes work
- EWEB reviews & makes incentive payment

# Get to know your Contractors

- Feedback regarding programs
- Lunch meetings
- Staff meetings
- Contractor Training Classes
- Contractor Competition

# Program Start-Up

- Elevated rebates to start – more \$
- Make it easy – Streamlined approach
- Get the contractors excited

# Program Steps – Rebates

- Customer interest via
  - ❑ Contractor contact
  - ❑ EWEB contact
  - ❑ Response to EWEB Advertising
- Contractor completes work
- Customer signs rebate form
- Rebate forms and invoices submitted
- EWEB reviews & makes rebate payment

# Selling Conservation

- EWEB is helping pay PART of the way
- Sell savings benefits to customers
  - ❑ Rebate forms all show “Typical Annual Savings *per ton*” for customers
  - ❑ Usually a 1 to 3 year payback, depending on technology.
- Emphasize other benefits in closing deal
  - ❑ Improved reliability
  - ❑ Improved comfort and ventilation

# Ongoing Commitment

- Contractor Training Classes
- Periodic face to face meetings
- Customers ask contractors to use our program
- EWEB Staff available to field questions
- Meet HVAC Techs at site to review work



# Programmable Thermostat Rebates



# Thermostats

- Have on truck for sale during maintenance call
- Straight forward Rebate Approach
  - ❑ Easy to increase installed quantity
  - ❑ EWEB advertises to promote this technology
- EWEB encourages proper recycling of mercury containing thermostats

# Programmable Thermostats

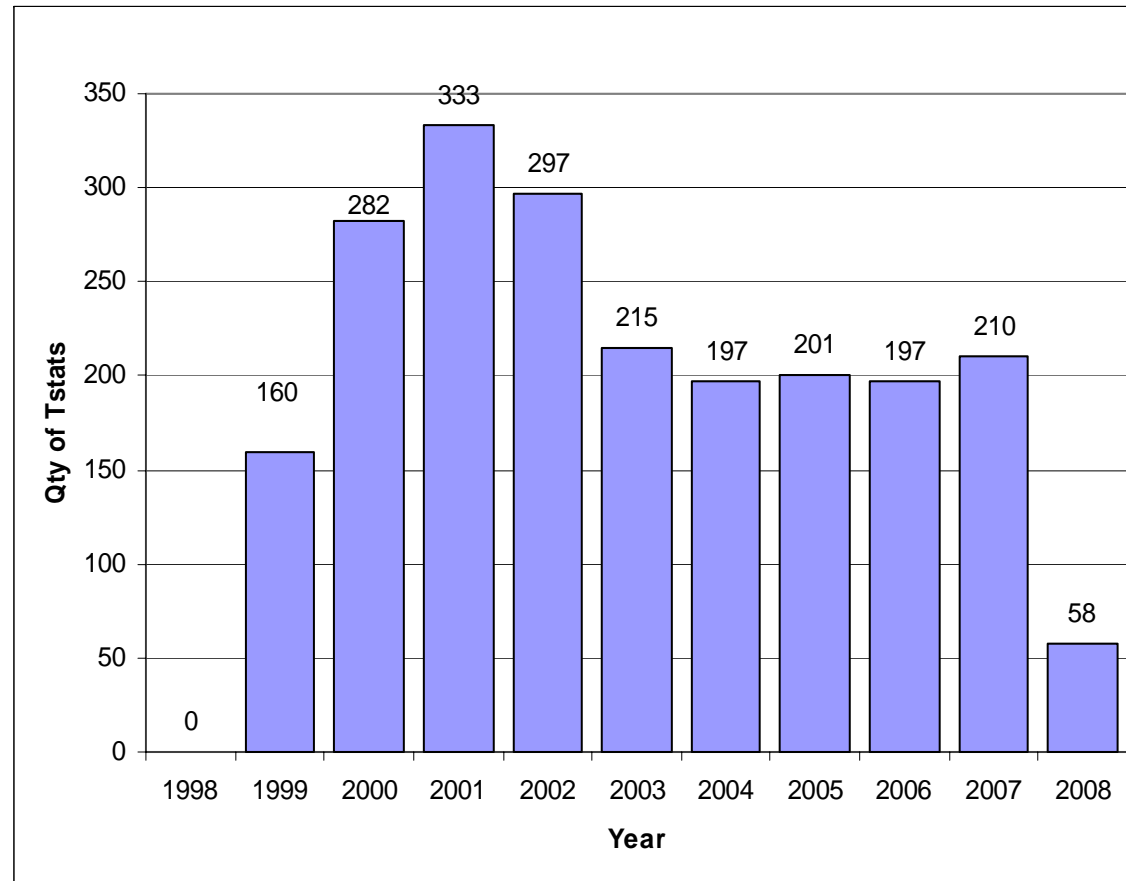
## ➤ Requirements

- ❑ 7-day setback program
- ❑ Dedicated cooling stage for economizer
  - Even if economizer not installed
  - New Requirement to allow future economizer
- ❑ No rebate provided where:
  - Previously installed programmable thermostat
  - Required by code in new construction

## ➤ Rebate

- ❑ \$100 for Heatpump or Gas/AC with economizer
- ❑ \$25 for Gas/AC with NO economizer

# Prog. Tstats installed



# Thermostat Results

- 800 Projects
- Over 2,100 Tstats Installed
- Over \$350,000 in rebates
- Nearly 5,000,000 kWh Saved

# Control Options

- Programmable Thermostats
  - ❑ Rebate is easy approach
  - ❑ Networked thermostats – site-based incentive
- OSA lockout of resistance heat for heat pumps
- CO<sub>2</sub> sensors for ventilation minimum
- Occupancy Based
- Other control options – Talk to us!

# Thermostat w/ Occupancy Sensor

**TCS Basys Controls®** Home | About TCS Basys Controls | Contact Us  
**PRODUCTS | UBIQUITY | CALENDAR | NEWS**

**Products**

- Superstat Thermostat Controllers
- Controls and Monitors
- Communication Centers and Accessories
- Communication Software
- Sensors

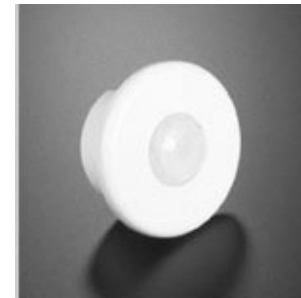
**SZ1035** Programmable 365-Day Thermostat



• 2 compressor stages and 2 auxiliary heat stages with a configurable reversing valve  
 • 365-day time clock with 2 holiday schedules with automatic leap year and daylight savings correction  
 • Discharge air sensor input with high and low limits  
 • Outdoor air sensor input with heating & cooling lockouts

Instructions  
 Product Specifications

The SZ1035 has a 365-day time clock and is designed to control conventional heating and cooling.



- Add to base rebate
- \$50 Heatpump or electric heat/AC
  - \$25 Gas/AC
  - Applies in new construction
  - 365 day schedule



## T7350A, B, D

### Standalone Staged Thermostat

- Integrated humidity sensor (T7350D)
  - Several strategies for dehumidifying
- 365-Day Schedule
  - Schedule holidays throughout the year to save energy
- Remote sensing (T7350B, D)
  - Indoor, outdoor, humidity, occupancy and discharge air sensors available for added flexibility
  - Outdoor Air and Discharge Air Temperature Lockout
- Controls conventional or heat pump systems
- Flexibility allows the same thermostat to be used on every top roof unit in the system
- PID loop
  - First thermostat with configurable PID loop

OS Number	Description	Application
T7350A1004	T7350 Commercial Programmable Thermostat	T7350A1004: 1 Heat/2 Cool and 2 Heat/1 Cool Conventional, 2 Heat/1 Cool Heat Pump
T7350B1002		T7350B1002: 3 Heat/2 Cool and 2 Heat/3 Cool Conventional, 3 Heat/2 Cool Heat Pump
T7350D1008		T7350D1008: 3 Heat/3 Cool and 2 Heat/4 Cool Conventional, or 3 Heat/2 Cool Heat Pump with 2 Auxiliary Stages, Advanced Dehumidification and Occupancy Option

# Conclusion